

Message Text

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PAGE 01 TAIPEI 01708 040813Z

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ACTION COME-00

INFO OCT-01 EA-06 ISO-00 EB-07 /014 W

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R 040748Z APR 75

FM AMEMBASSY TAIPEI

TO SECSTATE WASHDC 4678

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E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: PRODUCT OPPORTUNITY: PURCHASE OF US TRUCKS

REF: STATE 68905

1. T.T. SHEN, MANAGER OF PROCUREMENT DEPARTMENT OF CENTRAL TRUST OF CHINA, HAS INFORMED EMBASSY THAT ONLY 230 TRUCKS ARE BEING PURCHASED IN FY 1975 INSTEAD OF 3,000 AS ORIGINALLY PLANNED. REASON FOR REDUCTION IS ECONOMIC RECESSION IN ROC AND GROC DESIRE TO SAVE FOREIGN EXCHANGE. SHEN DOES NOT KNOW HOW MANY TRUCKS WILL BE AUTHORIZED FOR PURCHASE BY MINISTRY OF FINANCE (MOF) IN FY 1976 BUT HE IS HOPEFUL FUNDS CAN BE MADE AVAILABLE FOR AT LEAST 1,000 TRUCKS. HE HAS IN HIS FILES REQUESTS FOR PURCHASE OF OVER 5,000 TRUCKS FROM VARIOUS GROC AGENCIES BUT HE CANNOT, OF COURSE, PUT OUT TENDERS TO BID UNTIL MOF APPROVAL RECEIVED. SHEN HAS AGREED TO KEEP EMBASSY INFORMED BUT HE ANTICIPATES NOTHING WILL BE STIRRING UNTIL AFTER BEGINNING OF NEW FISCAL YEAR IN JULY 1975.

2. SHEN STATED THAT OF 230 TRUCKS PURCHASED IN FY 1975, GREAT MAJORITY ARE COMING FROM JAPAN, WITH REMAINDER FROM GERMAN FEDERAL REPUBLIC AND ITALY. JAPANESE MANUFACTURERS FAVORED BECAUSE OF EXISTING EXTENSIVE PARTS AND SERVICE FACILITIES IN ROC AND QUICK DELIVERY. UNGER

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